

Message Text

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TO AMEMBASSY ABU DHABI PRIORITY

UNCLAS STATE 144175

FROM COMMERCE

E.O. 11652: N/A

TAGS: BEXP, TC

SUBJ: JOHN J. MCMULLEN ASSOCIATES, INC.

REF: (A) ABU DHABI 938; (B) STATE 140227

FOLLOWING IS ADDITIONAL INFORMATION PROVIDED BY JOHN J. MCMULLEN ASSOCIATES, INC. (JJMA) ON OPERATIONS AND QUALIFICATIONS:

1. JJMA PROVIDES FULL RANGE PROFESSIONAL SERVICES TO INDUSTRIES AND INSTITUTIONS IN MARINE AND TRANSPORTATION INDUSTRY. TECHNICAL AND CONSULTING SERVICES INVOLVE ALL ASPECTS MARINE INDUSTRY, INCLUDING BASIC MARKET ANALYSIS, FEASIBILITY STUDIES, DEVELOPMENT OF OPTIMUM TRANSPORTATION SYSTEMS CHARACTERISTICS, DEVELOPMENT CORPORATE POLICIES, STRATEGIES, ORGANIZATION AND MANAGEMENT STRUCTURE, PREPARATION CONCEPTUAL TO CONTACT LEVEL SHIP DESIGN, SUPERVISION SHIP CONSTRUCTION, TECHNICAL ASSISTANCE RELATED TO FACILITIES CONSTRUCTION, AND SOLICITATION, EVALUATION, AND NEGOTIATION SHIPYARD PRICES. FIRM ALSO ENGAGES DESIGN SHIPPING CONTAINERS, NATIONAL RAILROAD SYSTEMS ANALYSIS, INTERNATIONAL SHIPPING OPERATION, AND SCHEDULING AND CONTROL SYSTEMS FOR SHIPPING FLEETS.

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2. EXAMPLES RECENT PROJECTS CHARACTERIZING RANGE JJMA SERVICES INCLUDE: (A) PRESENTLY ORGANIZING GOVERNMENT-OWNED TANKER FLEET VENEZUELA EXPECTED TO BE IN DOLS 400 MILLION RANGE; (B) SMILAR STUDY PERFORMED FOR OAPEC RE ESTABLISHING JOINT ARAB TANKER FLEET INCLUDING MANAGEMENT REQUIREMENTS, ORGANIZATIONAL AND FINANCIAL STRUCTURE, SUITABLE TYPES AND SIZES TANKERS; (C) PRESENTLY ACTING AS TECHNICAL CONSULTANT ON PROJECT FOR DEVELOPMENT NON-VLCC TANKER FLEET BY MAJOR IRANIAN BANK AND ARYA NATIONAL SHIPPING LINE; (D) ASSISTED GOVERNMENT OF SPAIN AND SPANISH NATIONAL RAILROAD IN INTRODUCING INTERMODAL CONTAINER TRANSPORT.

3. MCMULLEN ALSO OWNS NORTON, LILLY AND COMPANY, FIRM ENGAGED ALL ASPECTS INTERNATIONAL OCEAN TRANSPORT SINCE ESTABLISHED 1841 AS JOHN NORTON AND CO. THIS WELL KNOWN FIRM NOW ENGAGED PRINCIPALLY AS AGENT FOR ALL TYPES VESSELS INCLUDING CONVENTIONAL AND CONTAINER SHIPS, TRAMPS, TANKERS, CONTRACT ORE CARRIERS, FISHING VESSELS; REPRESENTS 13 LINER SERVICES AND OVER 20 TRAMPS OWNERS. NORTON AND LILLY SUBSIDIARY DIXIE STEVEDORE, INC., NEW ORLEANS, HANDLES GENERAL PURPOSE STEVADORING NEW ORLEANS, HOUSTON, GALVESTON. PACIFIC CONTAINER TERMINAL, ANOTHER SUBSIDIARY, OPERATES CONTAINER TERMINAL LONG BEACH, CALIFORNIA. DEPT WILL ATTEMPT GET MORE DETAILS THESE FIRMS IF EMBASSY FEELS IS NECESSARY.

4. BORCHURES, OTHER DESCRIPTIVE MATERIALS BEING POUCHED. ROGERS

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